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COOPERATIVE BARGAINING BY FARMERS

A Selected Bibliography

By
Wendell M. McMillan

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FARMER COOPERATIVE SERVICE
U. S. DEPARTMENT OF AGRICULTURE
WASHINGTON, D. C. 20250

Joseph G. Knapp, Administrator

The Farmer Cooperative Service conducts research studies and service activities of assistance to farmers in connection with cooperatives engaged in marketing farm products, purchasing farm supplies, and supplying business services. The work of the Service relates to problems of management, organization, policies, financing, merchandising, product quality, costs, efficiency, and membership.

The Service publishes the results of such studies; confers and advises with officials of farmer cooperatives; and works with educational agencies, cooperatives, and others in the dissemination of information relating to cooperative principles and practices.

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Abbreviations Used Frequently in This Publication

Amer. - American
Ann. - annual
Conf. - conference
Diss. - dissertation
Econ. - economics
F&V - fruit and vegetable
J. - journal
Mktg. - marketing
Nat. - National
Proc. - proceedings
Prod. - producers
Serv. - Service
Soc. - Society
U. - University

Preface

This selected bibliography of 208 items was compiled to provide a ready reference to (1) the general topic of cooperative bargaining by farmers, and (2) the more specific topic of cooperatives formed for the purpose of negotiating price and other contract terms with processors. Primary emphasis is on the processed fruit and vegetable industry, but references are also included on other commodities.

References have been listed alphabetically by author under 3 major headings and 10 subheadings. Under the first major heading are references on the general topic of bargaining power (or market power) and how it might be achieved by farmers through various types of joint or cooperative effort. Under the other two major headings are references on cooperative bargaining associations--their development, status, organization, and operation. The final group of references on marketing agreements and orders is included because of their use--actual or potential--by bargaining associations. References are listed only once under what is believed to be the most appropriate heading.

Single copies of publications issued by Farmer Cooperative Service can be obtained by writing to Farmer Cooperative Service, U. S. Department of Agriculture, Washington, D. C., 20250. However, proceedings of the First through the Fourth National Conferences on Fruit and Vegetable Bargaining Cooperatives are out of print.

Dissertations and theses can generally be borrowed from the university concerned through the Inter-Library Loan Service available through most public libraries. Other publications can be obtained from the issuing organization, borrowed from public and university libraries, or sometimes obtained from the author.

COOPERATIVE BARGAINING BY FARMERS...A Selected Bibliography

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Cooperative Bargaining and Bargaining Power

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